

UK AEROSPACE SECTOR MISSION TO RUSSIA

29 March – 1 April 2010

The Russian aerospace sector includes 275 companies with a range of private sector companies from the small to the large corporations continuing to emerge or move into the supply chains, 108 manufacturers and 111 research and development design bureaus.

UK Trade & Investment is organising an aerospace sector mission to Moscow to enable UK companies to get a better understanding of the market and opportunities for new business and to meet with key aerospace organisations.

The benefits of participation will include:

- Opportunity to meet and present to United Aircraft Corporation (UAC).
- Present at a seminar at the British Embassy to the Russian professional aerospace audience, including potential buyers.
- Attendance at a briefing seminar including an overview of the aerospace sector, how to do business in Russia, Russian culture and UK Trade & Investment services.
- Attend a networking reception at the British Embassy.



Draft Programme

29 March 2010

am Delegates fly to Moscow
pm Arrive in Moscow and transfer to hotel
eve Informal Welcome Dinner

30 March 2010

am Seminar at British Embassy
pm Meetings with relevant Government Ministries and Associations
eve Reception at British Embassy

31 March 2010

Visit to United Aircraft Corporation (UAC) to include overview of organisation, Superjet 100 project, MS21 Project and Presentations by UK Missioners

1 April 2010

Delegates return to UK

Fast track to the world ^{UK}

Background

The Russian Government has declared the development of the aerospace sector as one of the top national priorities and the Government plays a pivotal role in directing and shaping major aerospace programmes. It is estimated by the Federal Target Programme "The Development of Civil Aviation Engineering in Russia for 2002-2010 and to 2010" has estimated a spend of \$6.3 billion for the support and development of the aviation industry.

The aircraft fleet in Russia is mostly outdated and it is estimated that Russian air-carriers will require 1100-1800 regional passenger airliners and 1150 helicopters by 2015, (source Ministry for Transport) by the Ministry for Transport.

United Aircraft Corporation (UAC), which was formed in 2006 to help overcome the crisis in Russia's aircraft industry, incorporates many of the country's best-known aircraft builders, including Mikoyan, Ilyushin, Irkut, Sukhoi, Tupolev, Yakovlev, and others. UAC is a majority state-owned corporation consolidating aircraft-building companies and state assets engaged in the manufacture, design and sale of military, civilian, transport, and unmanned aircraft. The UAC General Director, Alexei Fyodorov announced in 2007 that the Company plans to build over 4,500 aircraft, both civilian and military, under contracts totalling \$250 billion by 2025.

Travel Package

A|D|S will appoint a travel agent to prepare a package of flights and accommodation for the visit. Further information will be provided upon receipt of completed registration forms. Please note that UK Trade & Investment is offering eligible companies complimentary BA flights as part of the mission package. To take advantage of this offer, companies have to be UK-based SMEs and to have not claimed for any previous complimentary flights under this offer. If you believe you will qualify for a complimentary flight please notify us on return of the mission registration form.

Mission Brochure

UK Trade & Investment & A|D|S will produce a brochure detailing all participants of all mission participants. Please complete the attached form with relevant company details and return it together with a high resolution company logo and photographic image of your mission delegate.

Local Representatives

Representatives of UK companies based in the region are very welcome to participate in the mission.

To Participate

Please return the attached registration form and seminar brochure form by **Friday 26 February 2010**.

Mission Costs

Participants will be required to meet the costs of all international travel, internal hotel accommodation and meals (where these do not form part of the official programme).

UK Trade & Investment

UK Trade & Investment is the Government organisation that helps UK based companies succeed in an increasingly global economy. Our range of expert services are tailored to the needs of individual businesses to maximise their international success. We provide companies with knowledge, advice and practical support.

UK Trade & Investment also helps overseas companies bring high quality investment to the UK's economy – acknowledged as Europe's best place from which to succeed in global business. We provide support and advice to investors at all stages of their business decision-making.

UK Trade & Investment offers expertise and contacts through a network of international specialists throughout the UK, and in British Embassies and other diplomatic posts around the world.

We can assist at all stages of the business planning cycle, from inception to completion. For further information and an overview of what UK Trade & Investment does to foster companies' growth please visit us at

www.uktradeinvest.gov.uk



UK Trade and Investment Contacts

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Personalised OMIS Support

UK Trade & Investment's Overseas Market Introduction Service (OMIS) is a flexible business tool enabling direct communication between your company and any of UKTI's commercial teams located in their global network of embassies, high commissions and consulates.

OMIS opens the door to a wealth of practical support, advice and key market information. It guides you through the process of breaking into a new overseas market, providing all the help you need at every stage, from initial research to making your first market visit. Accurate and up-to-date market information is crucial to the success of your product or service in any new country. UKTI's skilled trade teams are located "on the ground" in overseas embassies, high commissions and consulates and can supply information and advice, for example:

- A market/sector overview.
- Market analysis – feasibility of your product/service in the market; opportunities, prospects and evaluation of market-entry strategies.
- The identification, in-depth assessment of potential business of contacts/partners that may be "warmed up" if required.
- Local market introductions, e.g. chambers of commerce, trade associations etc.

To ensure your new market entry is as smooth as possible there is a great deal of practical assistance on offer before, during and after your market visit:

- Pre-visit briefing – one-to-one mentoring with overseas trade teams by email, telephone or videoconferencing.
- "Appointment making" with selected contacts or potential business partners.
- Accompanying customers to meetings to help with translation, business etiquette and culture.
- Organising and inviting potential local partners to bespoke receptions, meetings and seminars where you can personally present your product or service.
- Delivery and collection of tender documents.

The cost of OMIS is dependent on the support required and ranges from £250-£3000. **Further information on OMIS can be found by clicking here**

A|D|S

The Mission will be led by Ian Godden, Chairman A|D|S. In addition an A|D|S representative will accompany the visit and be available to help and advise participants before, during and after the mission. For further information on the visit programme or administration contact:

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Application Form

UK Aerospace Sector Mission to Russia

Date: 29 March-1 April 2010

Location: Moscow



COMPANY/ORGANISATION AND CONTACT

Company Name _____

Address _____

_____ Post Code _____

Website _____ Email _____

Delegate Name _____ Tel _____

Position _____ Fax _____

The products/services that I will be promoting during this mission are:

Objectives I hope to meet by participating in this mission are:

Description of Company, Products and Services (70 words max):

Please attach/include a 300dpi emailed corporate logo and a passport size photograph of your mission delegate

Signed _____ Date _____

Please send your completed booking form, logo and photo to:
Lucy Ealham
Fax: +44 (0)20 7091 4545 ■ Email: lucy.ealham@adsgroup.org.uk
By Friday 26 February January 2010

Cancellation of participation in the mission will result in your company being liable for any travel or delegate place charges.